



# News from the Frontier of Innovation

October 1999

Monthly Activity Report from the Loudoun County Department of Economic Development

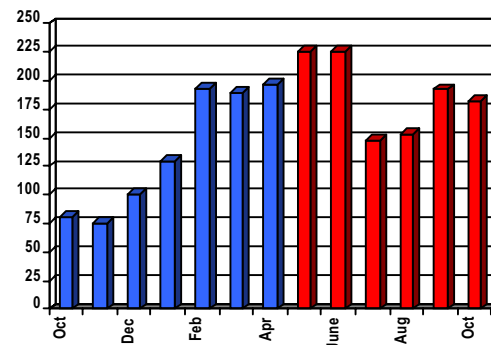
## New Prospect Activity:

Prospect activity continues well above levels achieved at this same time last year. During the past month the Department of Economic Development:

- @ Received 63 requests for general information
- @ Delivered 51 Packages/Presentations
- @ Worked with 9 new and 58 on-going prospects

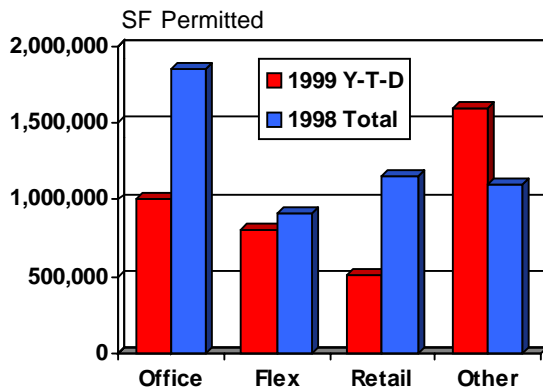
## Total Prospect Activity

October 1998 - October 1999



## New Construction Activity:

### Nonresidential Construction 1998 Total and 1999 through September



So far this year, the County has permitted a total of 3,918,375 square feet of nonresidential construction. The year-to-date value of new buildings (\$183,821,298) and alterations (\$50,348,062) totals over \$234 million.







Loudoun County permitted 241,889 square feet of construction during the month of September:

- Office - 0 SF (46,880 SF last month)
- Flex/Industrial - 51,983 SF (72,768 SF last month)
- Retail - 106,648 SF (0 SF last month)
- Other - 83,258 SF (4,368 SF last month)
- Taxable - 173,515 SF (124,016 SF last month)
- Route 28 - 106,648 SF (119,648 SF last month)

## Announcements:

-  **Ultraprise Corporation**, has moved into 14,500 square feet at Loudoun Tech. Headquartered in Shepherdstown, WV, with operations in Northern Virginia and California, Ultraprise has emerged as a leader in providing sophisticated Internet and e-commerce solutions for financial service firms and other industry leaders like Coca-Cola, IBM and Bell South. Ultraprise brings with it 5 new jobs to Loudoun County.
-  **Ameritech Data Networking Services**, has leased 5,400 square feet in Loudoun Tech. With a market value of more than \$80 billion, Ameritech is one of the world's largest and most successful communications companies
-  **Internos Corp., Builder Supply Net and Rail Net**, signed a lease for 18,419 square feet on the first floor of 45195 Business Court in Dulles, VA. Internos will move into 12,419 square feet in November of this year and will expand into the remaining 6,000 square feet by December 15, 1999.
-  **Star International Movers**, leased an additional 2,700 square feet in Shepard Industrial Park. An international moving company, this expansion brings 3 new employees for a total of six people in their Loudoun headquarters facility.
-  **EqualFooting.com** leased 6,300 square feet at Loudoun Tech. EqualFooting is the online marketplace for industrial and commercial supplies and equipment. It's where buyers find sellers, and sellers find buyers. EqualFooting brings 30 new jobs to the County.
-  **CompuSearch Software, Inc.** leased 10,000 square feet at Loudoun Tech. CompuSearch develops procurement software for federal, state, and local governments. CompuSearch brings 60 employees to Loudoun.
-  **Spacelink International**, leased 3,108 square feet at Loudoun Tech. Spacelink is a telecommunications service provider, offering a full range of state-of-the-art communication services throughout the world, and has experience in telecommunications network design, implementation and operations. No new jobs.
-  **Action Business Equipment** leased 2,700 square feet at Shepard Industrial Park. ABE provides short term leasing of office equipment. No new jobs.
-  **Haymarket Transportation, Inc.** leased 1,700 square feet at Shepard Industrial Park. Haymarket Transportation provides charter bus and limousine services, and brings two new jobs to Loudoun.

## Noteworthy:

-  With 4,000 - 5,000 visitors throughout the weekend, the **1999 Fall Color Tour** was a success. Also, the new 4-color brochure was appreciated and well-received. In addition, a conference for all farm tour participants will be held later this month to assess the event and work on ways to improve the event in the future.
-  The **BDRC Research Project** continues to move forward. Findings will be presented at the December EDC meeting.
-  The first 1,800 employees have begun to occupy the **MCI Worldcom Loudoun Campus**. As a result, the **Loudoun County Parkway** is now open between Route 625 and the Toll Road.
- During the month of October:
-  Pam Treadwell attended the **IDRC conference** in Nashville, Tennessee.
-  DED staff participated in the first ever **International Facilities Management Association (IFMA) bus tour**. The tour included stops at the AOL and MCI Worldcom sites.
-  Larry Rosenstrauch had speaking engagements with both the **Committee for Dulles** and the **Board of Trade Executive Connection**.